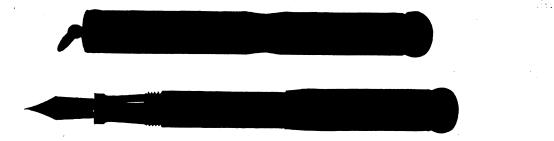
This New Shaped PARKER Safety Fountain Pen

and the contractor

Especially Designed for a Commencement Present or Birthday Gift Price, \$12.50



Collapsible. Upper cut shows pen when closed; lower when open ready for writing. Covered with finest 18K plate. Its exclusive design as well as its beauty makes it an especially appropriate gift. Handsome case with each pen.

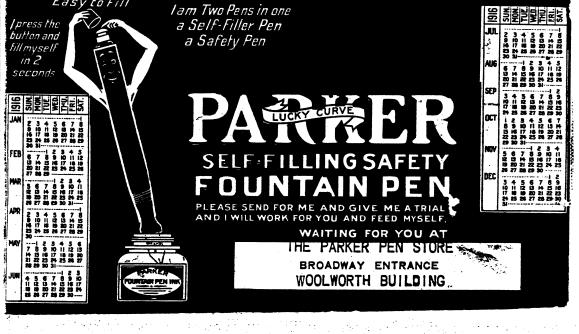
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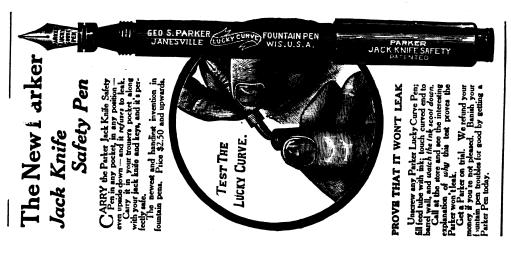
SHT Z

Post PARY
FROM





Brother J Bunck
Brok Bené



This set of electros furnished free of charge to any dealer who will use it in his local newspaper.

e CARD

THE LUCKY CURVE SPRING "JOIN] Geo. S. Parker Fountain Pen.

The Success of the Pen Age.

No Screw to break. No Nozzle to get "stuck." No Joint to leak. PERFECTION. & &



A PLEASANT SURPRISE!

Read the contents of the little colored circular found in each Parker Pen box.

PERFECT PARKER PENS. 30

To those who have never owned a Fountain Pen, the "Parker" is a delight—to those who have tried others, it is perfection. First right in principle, then skillfully made to avoid the weak points found in other makes. Parker Pens seem to "go alone," so smooth and easy is the movement.

THE PARKER PEN CO., Janesville, Wis.

BLOTTER , NK BLACK ON P. NK



BLUE ON WHITE

BLACK BLOTTER
BLUE

ESS LUCKY CURVE GEO.S. PARKER FOUNTAIN PEN ESS OF THE PEN AGE.

Your Dealer

has them

in stock &

There is nothing so pleasing, so appropriate or satisfactory for Holiday presents as-

No Screw to break. No Joint to leak. No old fashioned Nozzle. PERFECTION. & &

PERFECT

PARKER

To those who have never owned a Fountain Pen, the "Parker" is a delight—to those who have tried others, it is perfection. First right in principle, then skillfully made to avoid the weak points found in other makes. Parker Pens seem to "go alone," so smooth and easy is the movement.

THE PARKER PEN CO., Janesville, Wis.

BLACK ON BLACK ON YELLOW

CARD

A DOLLAR AT DUNNING'S

will buy a pretty good Fountain Pen.

PURCHASE A PERFECT

her pens at other a

Will cost you nothing to try one.

PEERLESS

PARKER

PEN

A POCKET LUXURY.

The Jointless Lucky Curve Geo. S. Parker Fountain Pen

GEO, S. PARKER

The SUCCESS of the PEN AGE

Do you want a <u>really good</u> Fountain Pen?

Then try the "Lucky Curve."

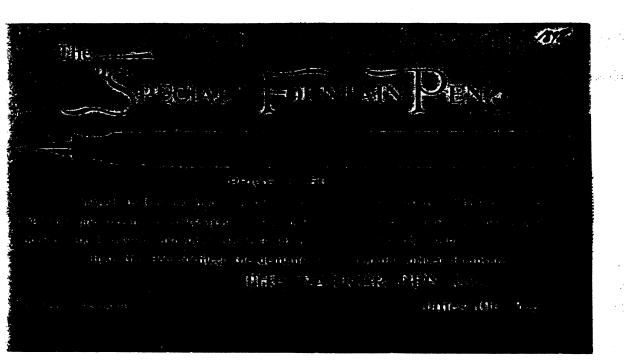
Your money back if you're not satisfied.

PARKER FEATURES:

LUCKY CURVE FEED SPRING LOCK "CAN'T-BREAK" CAP

THE PARKER PEN CO.,
JANESVILLE, WIS., U. S. A.

BLOTTER YELLOW BLALKON YELLOW



BLOTTER PEN ABOVE LINIE DAKKER ARE "THE DAKKER ARE "THE DAKKER ARE "THE DAKKER PEN CO. ARE PEN CO. ARE

1818

THE LUCKY CURVE SPRING "JOINTLESS" Geo. S. Parker Fountain Pen.

The Success of the Pen Age.

No Screw to break. No Nozzle to get "stuck." No Joint to leak. PERFECTION. & &



Buttel

A PLEASANT SURPRISE!

Read the contents of the little colored circular found in each Parker Pen box.

PERFECT PARKER PENS.

To those who have never owned a Fountain Pen, the "Parker" is a delight—to those who have tried others, it is perfection. First right in principle, then skillfully unde to avoid the weak points found in other makes. Parker Pens seem to "go alone," so smooth and easy is the movement.

THE PARKER PEN CO., Janesville, Wis.

ТНЕ SPRING LOCK "JOINTLESS" IN POSITION

YVNESKITTE' MIS: "IS 771W 06 **BYBKEK BEN CO**

mailed by addressing

For sale by progressive dealers

Superiority—Individuality. POINTS 3, 4, 5, 6, 7. -Simplicity-Durability-Economy-

in penmanship. while pen is in the pocket, insuring clean fingers and neatness POINT 2.—The "LUCKY CURVE" drains the feed joint nozzles, leaking, broken threads, too loose or too tight joints. These are: Point I. - "Jointless," a new and exclusive feature which presents beginn

and all other users of fountain pens. Are thoroughly appreciated by the busy man of business

Parker Pen Points

Standard PARKER, - \$2.00 and upwards. "Special," \$1.50. "Silver Dollar," \$1.00.



BLOTTER BLACK ON WHITE

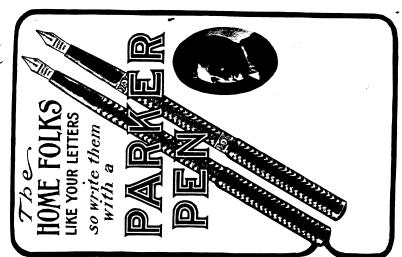
青赤檢金仝彫 金帆 形軸 仝 仝 仝 仝 仝 仝 ^{沒費} 金四 五 品 五

CAKE

CARD



PHONE GRAND 831



Special Inducement to the Retailer.

The GEO. S. PARKER FOUNTAIN PEN, With Finest 14k Gold Pen (With the Wonderful Curved Tubular Feed.)



There is no Article so Useful and Handy as a First Class Fountain Pen. See Our Offer Below

FOR A LIMITED TIME ONLY. SAVE YOUR CERTIFICATES.

High Test Canned Potash

of these Certificates with your name and address, we will mail you free of charge the above

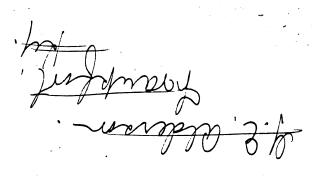
BEAUTIFUL GOLD FOUNTAIN PEN AND HOLDER.

Eagle Nickel Potash is for sale by nearly every Wholesale Grocer and Druggist in the United States. If your jobber does not carry same in stock, we will supply you direct. Warranted to give the best of satisfaction or can be held subject to our order. Include a trial lot when sending in your next order to your jobber.

This Card to be returned with your Certificates. Respectfully, EAGLE LYE WORKS, Milwaukee, Wis. ESTABLISHED 1870.

CARO

CA



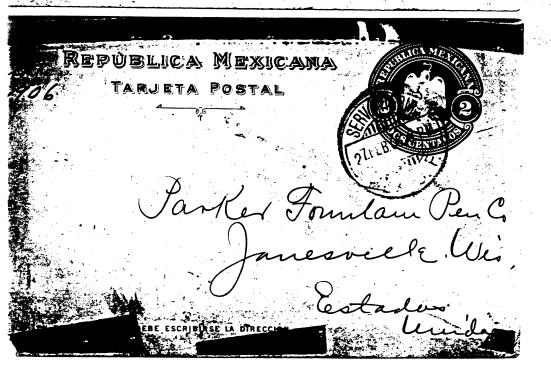


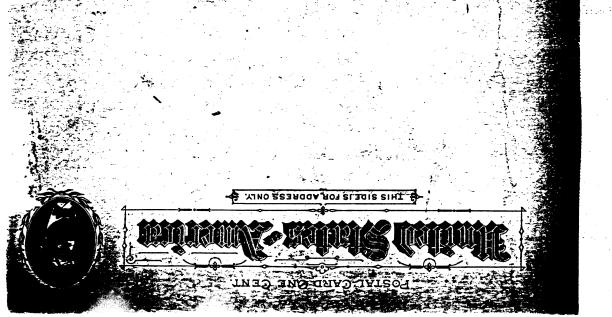
THIS SIDE IS FOR THE ADDRESS ONLY.

United Sintes America.

POSTAL CARD - ONE CENT.

FRONT SIDE OF POST CARDS ON SHT 9





OW ABOUT IT?

OUR NEW TUBULAR FEED FOUNT SURFASSES ANYTHING EVER OFFERED TO THE TRADE.

Is your Holiday Stock of GEO. S. PARKER FOUNTAIN PENS complete Nothing makes a more useful or appropriate present.

Your customers recognize this.

The Geo. S. Parker Fountain Pen.

PARKER

LET US SEND YOU half dozen; one dozen, (Tray free with a dozen order) or as many as you wish of the best sellers.

Your order will be filled same day as received. If you cannot wait on the mails to send in order, wire us at our expense........

I have given your pens a pretty thorough test since receiving them, and believe that after fifteen years experience in handling Fountain Pens, I have found yours the best yet made. P. B. SULLIVAN, Stationer, New Orleans, La.

Yours Very Truly
THE PARKER PEN COMPANY,
Janesville, Wis.

LOO ON INTIME LANGE SO PAGE AS DESCRIPTION OF THE SOLD OF THE SOLD

THINK IT OVER!

If you can sell one, two or three dozen Geo. S. Parker Foun-

tain Pens before January 1, 1895, you will be money ahead.

if you will. Thousands of dollars are spent in advertising our goods. That helps the dealer. Two days later we will mail you full particulars.

Yours very truly,

P. B. SULLIVAN, Stationer, New Orleans, La.:
I have given your pens a pretty thorough test since receiving them, and believe that after fifteen years' experience in handling Fountain Pens. I have found yours the best yet made.

THE PARKER PEN CO.

Brotter

No Leaky Joint No Threads to Break

No Nozzie to get Stuck

The JOINTLESS Lucky Curve Parker Fountain Pen

TO FILL

READY FOR USE

ANOTHER LARGE INVOICE OF PARKER PENS HAS ARRIVED

mouns that a fountain litted with it is made scientifically cor-The Lucky Curve is a vital part of a fountain pen.

roct, for it feeds the ink perfectly from the reservoir to the

as it prohibits the ink from getting over the side of the barrel when the fountain is not in use, (as when carried in the pocket) point of the pen. The Lucky Curve also takes care of the ink

to soil the fingers when the pen is next used. Buy a Lucky

Curve Jointless and you buy a pon that is warranted to be

Telephone Red 831. Edward Knowles Printer...Rubber Stamp Maker 1915 Santa Clara Avenue ALAMEDA, CAL.

It's like Parker's Pens-the

sediment, is absolutely necessary price. Good ink—that is ink without ly good for ordinary dip pens. ink that we can honestly recommend an lies pluods ow tad swolld sell an Parker's Ink excellen fountain

Parker's Ink

Perfect Ink

Parker's Ink

The second second

1881

If you can sell one, two or three HINK IT OVER! If you can sell one, two or three dozen Geo. S. Parker Foun-YOU CAN DO 1895, you will be money ahead. tain Pens before January 1,

goods. That helps the dealer. Two days later we will mail you if you will. Thousands of dollars are spent in advertising our Yours very truly, full particulars.

THE PARKER PEN CO.

ANTI-BREAK Pens now fitted рекрестіои. through which the ink can ooze to soil the fingers.

PEN PARKE **JHT**

STNIOL ON

NO THREADS

break. to warsenu of

CHICAGO, ILL. YEWSPAPER AND MAGAZINE

LORD & THOMAS,

.oo

Booklet for the asking.

BEN

Agents wanted where we have none.

against splitting or breaking. Warranted for one year

> best dealers. 5000 of the For sale by

MANUFACTURERS OF

The Geo. G. Jarker Gold Fountain Den

AUTOMATIC FEED,

SIMPLE, PRACTICAL AND FULLY WARRANTED.

JANESVILLE, WIS.

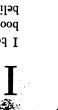


A Salesman's Creed

BELIEVE in the goods I am selling, in the concern I am honest goods can be sold to honest men by honest methods. believe in working, not waiting, in laughing, not weeping, in laughing, not weeping, in laughing, not weeping, in laughing and in the pleasure of selling then

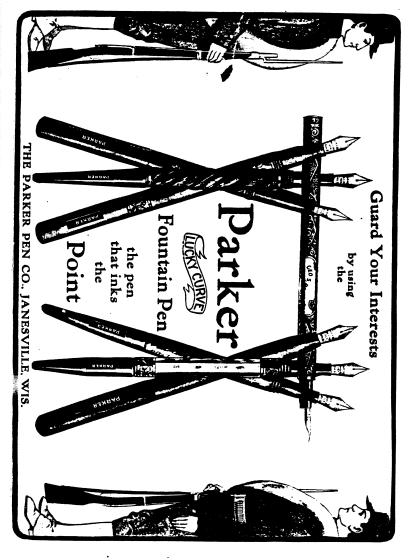
I believe in working, not waiting, in laughing, not weeping, in boosting, not knocking, and in the pleasure of selling type. I believe that a man gets what he goes after, and that one order to-day is worth two orders to-morrow, and that no man is down and out until he has lost faith in himself. I believe in to-day and the work I am doing, in to-morrow and the work I hope to do and in the sure reward which the future holds. I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and honest competition. I believe there is an order somewhere for every man who is ready to take one. I believe I'm ready and for every man who is ready to take one. I believe I'm ready and

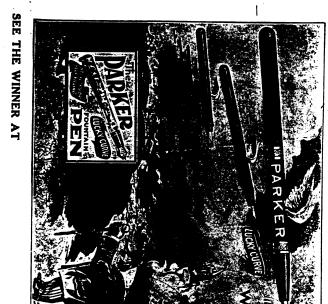




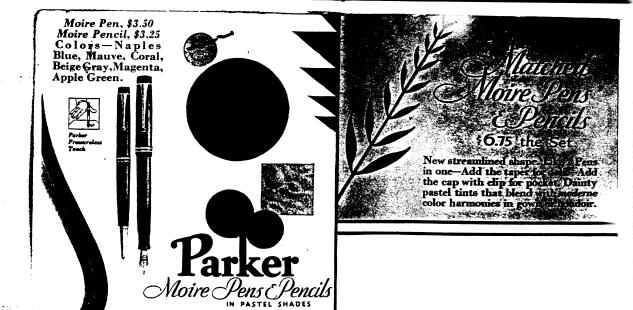
ready right now.

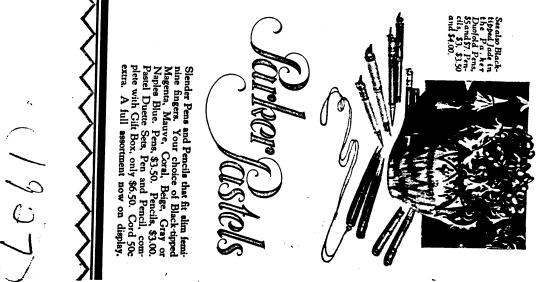


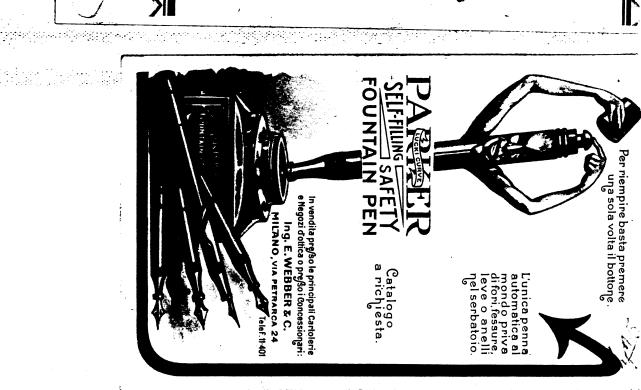


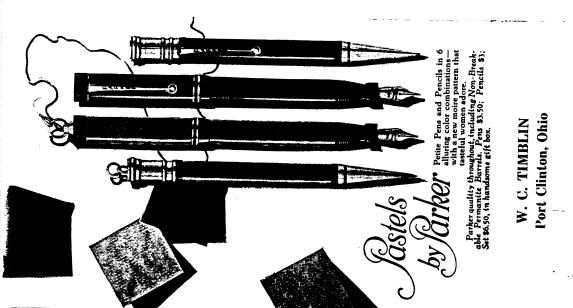














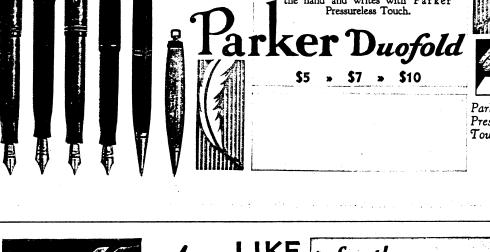
Pencils to match in all sizes and colors. \$3.25 to \$5.00

Parker Duofold Pens are Guaranteed for Life! This smart, perfectly poised streamlined shape feels "at home" in the hand and writes with Parker Pressureless Touch.



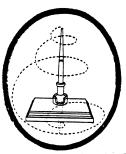


Parker Pressureless Touch





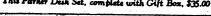


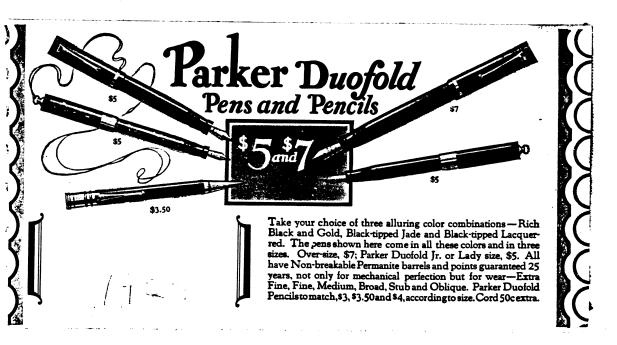


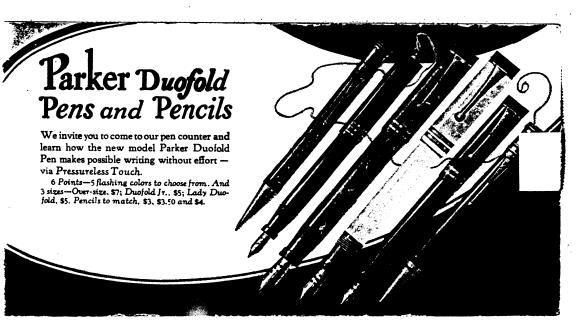
Ball-and-Socket Action permits Pens to move in ALL directions and lie level without arring.

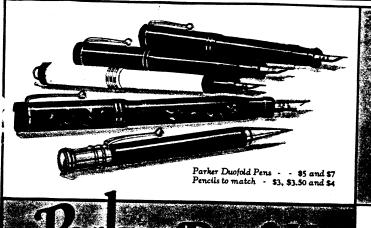
KET Desk Sets

1927









Five Flashing Colors

Never before have modern etyle and efficiency been so combined in a fountain pen as in the new model Parker Duofolds.

Non-Breakable Permanin Barrels and Points that write with Pressureless Touch — so end writing fargue.

Come in and choose your tavo

Poss Clinton, Onc

Pens & Pencils





Pen and Pencil Set

Here's Parker's new streamlined Pen—sets low in the pocket—guaranteed for life. Like 2 Pens

for the price of one Convertible for pocket—for desk. Also a streamlined Pencil to match. BOTH for the price of some pens.



\$\\.<u>25</u>

Parker Duofold

Junior Pen \$ 75 and Pencil...

Other Parker Sets, \$8.25 to \$15.00. Gift Box included. Pens \$5, \$7, \$10. Pencils \$2.50 to \$5.